Inside & Out

Performance breakthroughs

PC system outperforms minicomputers

Can a personal computer outperform a minicomputer? The new COMPAQ SYSTEMPRO — introduced today in Houston — does just that.

The COMPAQ SYSTEMPRO Personal Computer System is the first of a new class of advanced PC systems designed to meet the most demanding requirements of network server and multi-user host applications within connected-user environments.

The system — using a tower form factor — delivers an unprecedented combination of performance and expandability to a broad range of connectivity applications. These applications include advanced local area networking, communications bridging and gateway services or multi-user transaction processing.

The COMPAQ SYSTEMPRO combines a flexible system processor design enabling the user to take advantage of both 386 and 486 processor technology. It

Compaq unveils most powerful desktop PC

With the introduction of the world's most powerful desktop personal computer, Compaq once again confirms its leading role in the desktop PC market.

The COMPAQ DESKPRO 486/25 — based on the new Intel 486 microprocessor and Extended Industry Standard Architecture (EISA) — offers up to three times the performance of a 25-MHz 386-based system. It is ideal for applications such as computer-aided design (CAD), software

engineering, database management, financial modeling and networking and multi-user applications — delivering workstation power to the desktop PC environment.

The new 25-MHz 486 microprocessor, combined with the powerful EISA bus, gives unprecedented performance. The 486 processor design integrates three 32-bit processing components, including a 387-compatible numeric coprocessor

Unique features in company's smallest personal computer
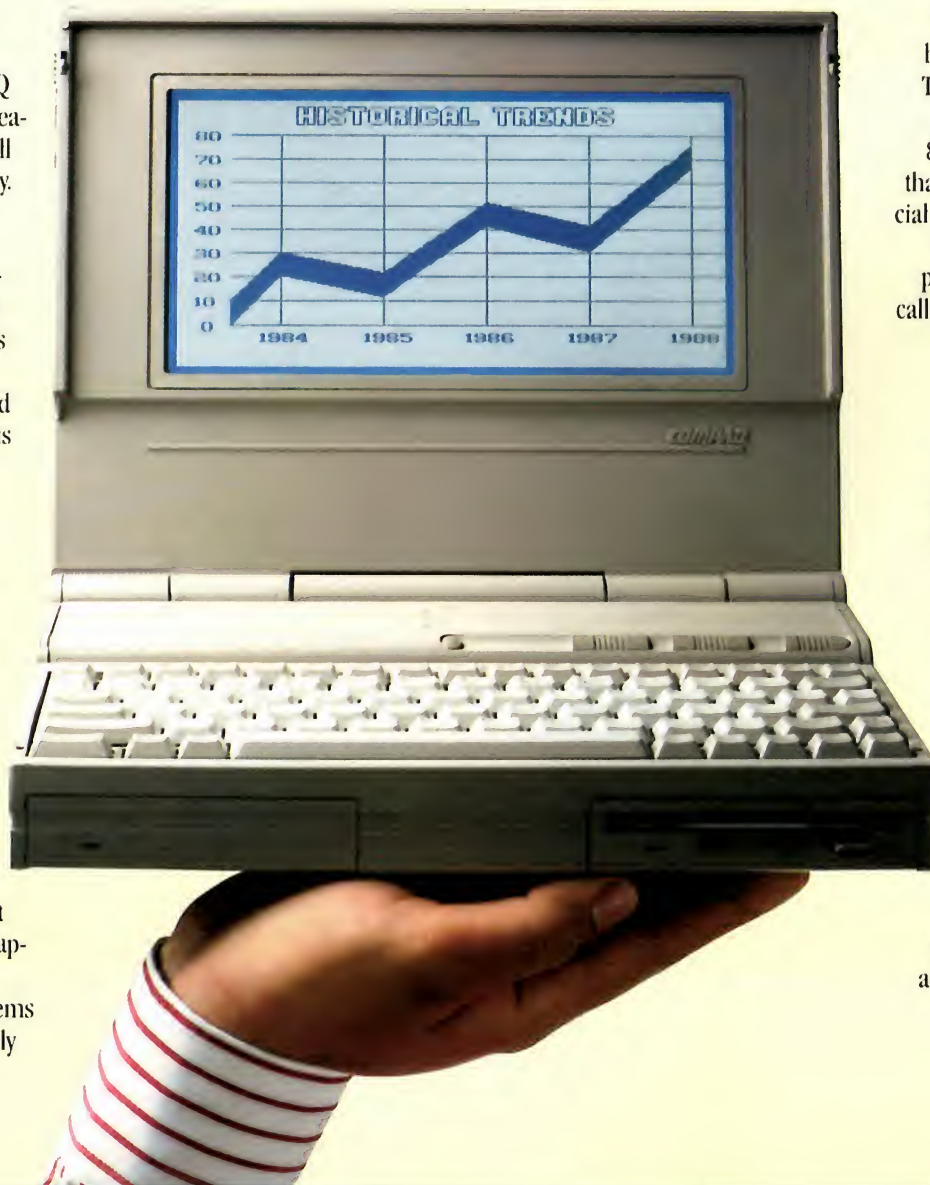
Now Compaq offers notebook-sized personal computers.

They're the COMPAQ LTE/286 and COMPAQ LTE, which weigh just six pounds. Both PCs measure 8½ by 11 by 1⅞ inches. They're so small and easy to carry that a handle is not necessary.

Though about the size of a book, the two products deliver features normally found on desktops. They are the first lightweights to provide high-speed, 40- or 20-megabyte fixed disk drives; 3½-inch, 1.44-megabyte diskette drives and 80-key keyboards with standard spacing. Other significant features include an embedded numeric keypad and 101-key compatibility, plus an optional 2400-baud modem.

At a New York news conference introducing the COMPAQ LTE/286 and COMPAQ LTE Oct. 16, President Rod Canion called the new systems "so light and compact they redefine portability in laptop computing."

One year after the introduction of the COMPAQ SLT/286, which now accounts for about 40 percent of battery-powered laptop sales through U.S. dealers, Canion noted, "Further advances in design and miniaturization have allowed us to provide users with a personal computer that has capabilities and ruggedness unprecedented in products of this size." He added, "We expect these products to open new opportunities for laptop use."

Among the new technologies in these systems are innovative fixed disk and diskette drives only

¾-inch high and an EL (electroluminescent) backlit supertwist display that is ¼-inch thick. The COMPAQ LTE/286 is also the first laptop of its size and weight to incorporate a 12-MHz, 80C286 microprocessor and still deliver more than 3½ hours of continuous battery life. A special software utility, Power Conversion, maximizes battery life and allows the user to change the period of inactivity before the system automatically powers down to extend battery life. The utility also alerts the user to low battery states.

Battery packs weigh only 1½ pounds, are easily changed and may be recharged externally in 1½ hours. With their go-anywhere portability, these new products are the right laptops for the sales or service representative, executive, journalist or other professional who travels frequently. With its 286-based processor, the COMPAQ LTE/286 is among the lightest personal computers, but is still a powerful business tool.

The 12-MHz, 80C286-based COMPAQ LTE/286 is designed for professionals using spreadsheets, cost analyses, account profiles and other demanding applications.

It's offered in three models: Model 40 comes with 640 Kbytes of memory, one 3½-inch, 1.44-MB diskette drive and a high-performance 40-MB fixed disk drive; Model 20 comes with 640 Kbytes of memory, a 3½-inch, 1.44-MB diskette drive and a high-performance 20-MB fixed disk drive;

to speed numeric calculations. It also offers a built-in high-speed cache memory controller for the fastest possible microprocessor-to-memory interaction, delivering improved performance in any application, and 8 Kbytes of high-speed static random access memory (SRAM).

During the product announcement, the first held in Houston in nearly four years, President Rod Canion said, "The introduction of the COMPAQ DESKPRO 486/25 represents yet another Compaq milestone in the PC industry. We continue to set the standard for high-performance personal computers that consistently meet user needs for demanding, compute-intensive environments, while maintaining full compatibility with industry standards."

Features offered by the COMPAQ DESKPRO 486/25 are numerous. Canion said, "It delivers unparalleled performance, EISA bus expansion capability, tremendous memory storage and significant peripheral expansion opportunities."

Canion added that the personal computer has bays for up to seven mass-storage devices and space for up to 1.3 gigabytes of very high speed internal disk storage, expandable to 2.6 gigabytes with external storage. It has an integrated accelerated video graphics controller, a high-resolution video connector and eight expansion slots.

The COMPAQ DESKPRO 486/25 is compatible with 8- and 16-bit ISA boards as well as new, high-performance 32-bit boards. The EISA bus offers exceptional I/O performance and compatibility.

To maximize performance, Compaq has designed a new, second-level cache controller with 128 Kbytes of cache memory that ensures zero wait-states 98 percent of the time.

This 486-based EISA PC runs thousands of MS-DOS, MS OS/2 and UNIX applications designed for ISA PCs and utilizes available ISA boards and peripherals as well as new 32-bit EISA products.

"The COMPAQ DESKPRO 486/25 is so powerful and expandable that it's hard to find a competitive personal computer in its league," Canion said.

Compaq is offering three models. The COMPAQ DESKPRO 486/25 Model 650 has four megabytes of 32-bit RAM; a 5.25-inch, 1.2-MB diskette drive; a 650-megabyte full-height fixed disk drive; a high-performance ESDI controller; and six full-sized 8/16/32-bit EISA expansion slots.

The COMPAQ DESKPRO 486/25 Model 320 comes with the same features except for its 320-MB, half-height, fixed disk drive.

The Model 120 is configured with a 120-MB, half-height, fixed disk drive with an integrated drive controller and seven available full-sized 8/16/32-bit EISA expansion slots.

The video subsystem, the COMPAQ integrated Video Graphics System, is standard on all models.

First 386 LAN manager introduced

The next generation in high performance LAN operating systems for OS/2-based networks was announced today by Compaq. The company worked with Microsoft Corp. to deliver COMPAQ LAN MANAGER 386/486 — the industry's first LAN Manager taking advantage of the performance benefits of 386 and 486 technology.

When combined with the new COMPAQ SYSTEMPRO, COMPAQ LAN MANAGER 386/486 offers the highest performance LAN Manager network for demanding client-server computing and resource sharing requirements, supporting both MS-DOS- and MS OS/2-based PCs on the network.

"COMPAQ LAN MANAGER 386/486 further enhances the company's leadership in the 386/486 marketplace. This product, in conjunction with the COMPAQ line of personal computers and PC systems, highlights the company's continued commitment to bringing the most advanced industry-standard connectivity solutions to our customers," said President Rod Canion.

The product delivers several new high performance and reliability features and is optimized to take advantage of features specific to the new COMPAQ SYSTEMPRO, including multiple processors, innovative drive array technology and 32-bit network interface controllers.

Performance features include a 32-bit version of OS/2 High Performance File System (HPFS/386) that provides enhanced performance in accessing data on hard disks. Extended Industry Standard Architecture (EISA) device driver support improves performance for input/output subsystems such as disk and network interface controllers. Also, the Multiple Processor Support Option distributes LAN Manager processing across two processors in the new COMPAQ SYSTEMPRO, increasing system capacity while maintaining high levels of performance.

The advanced security system, featuring password management and account security control, maximizes network security while allowing administration flexibility. Additional security features include audit trails which record all resource use and security violations by user name, time and duration.

Network administration features in the COMPAQ LAN MANAGER 386/486 include: Peer Service, allowing OS/2 1.2 clients and servers to share files, printers and modems; Remote Administration Access, allowing the network administrator to manage server resources from any workstation on the network; Enhanced SETUP; and File Replication Service.

The COMPAQ LAN MANAGER 386/486 features a Fault Tolerant Disk Driver that provides for drive mirroring and drive controller duplexing.

"The need for high-performance, reliable and cost-effective networking and multiuser computing is a real need," says Compaq North America President Mike Swavely.

The COMPAQ LAN MANAGER 386/486 is compatible with many popular networking applications and hardware from leading industry vendors, and utilizes the strengths of OS/2 as an industry standard environment.

Two versions of COMPAQ LAN MANAGER 386/486 are available. One version is for up to 10 users. The Advanced System is available for an unlimited number of users. There is also a Multiple System Processor Support option for users having two system processor boards in a COMPAQ SYSTEMPRO.

The COMPAQ LAN MANAGER 386/486 requires a 386- or 486-based COMPAQ PC operating as the server, with nine megabytes of memory recommended (six megabytes minimum). The company's MS OS/2 Standard Version 1.2 is also needed. For multiprocessing computers, nine megabytes of memory are recommended, with seven being the minimum.

MS OS/2 workstation requirements include a 286-, 386- or 486-based PC with at least two megabytes of memory. Four are recommended. The system also must have MS OS/2 Standard Version 1.0 or higher.

MS-DOS workstation requirements include an 8088-, 8086-, 286-, 386-, or 486-based computer with at least 512 Kbytes of memory, although 640 are recommended. MS-DOS Version 3.1 or higher is also required.

System outperforms minicomputers

also offers capability to utilize multiple processors for unmatched performance, the 32-bit Extended Industry Standard Architecture (EISA) expansion bus, COMPAQ Flex Architecture with Multiprocessing Support (Flex/MP) and innovative new fixed disk drive array storage technology.

"As the industry leader in high-performance 386-based personal computers, Compaq is in the best position to migrate that technology to meet the expanding demands of departmental computing," President Rod Canion said during the product announcement in Houston. "The COMPAQ SYSTEMPRO combines significant advances in processing technology, with its multiple system processors, together with advances in I/O throughput — the 32-bit EISA expansion bus — and an innovative high speed drive array storage system, in a PC product uniquely suited for networking and multiuser applications.

"The COMPAQ SYSTEMPRO delivers superior performance and better prices than most minicomputers available today. We believe its exceptional power and expandability make COMPAQ SYSTEMPRO a strong beginning for an entirely new class of personal computers, the PC system," Canion said.

The COMPAQ SYSTEMPRO also provides better expansion capability and greater storage capacity than any COMPAQ personal computer, with 32-bit memory expansion of up to 256 megabytes, a maximum storage capacity of 4.28 gigabytes, room for 11 internal mass storage devices, and a total of 11 expansion slots.

Some of the system's advanced features are:

• Initial models incorporate a 386/33 System Processor Board containing the 33-MHz 386 microprocessor, a 82385 cache memory controller, 64 Kbytes of cache memory and sockets for the 33-MHz Weitek 3167 and Intel 387 numeric coprocessors. The system operates at its 33-MHz clock speed on virtually all memory cycles, providing zero wait states more than 98 percent of the time.

• A first in a PC product, the COMPAQ SYSTEMPRO raises computing potential to a new level by supporting a second optional processor to scale up computing power as user applications require. The inclusion of a second 386/33 system processor, for example, delivers up to 100 percent more computer power. It also has the ability to incorporate 33-MHz 486 processor technology in multiprocessing configurations, providing up to four times the computing power of a single 33-MHz 386.

• The COMPAQ Flexible Advanced System Architecture with Multiprocessing Support (Flex/MP) fully integrates the high performance subsystems and provides the highest possible 32-bit system throughput while maintaining compatibility with industry standard peripherals. Flex/MP further optimizes system performance by permitting simultaneous system processor and I/O activity.

• An Extended Industry Standard Architecture (EISA) expansion bus delivers exceptional I/O performance with the new high-performance 32-bit EISA expansion boards while supporting thousands of existing 8- and 16-bit ISA boards.

• To give users near-instant access to shared information, new 32-bit network interface controllers from other manufacturers take advantage of EISA bus mastering and higher burst data transfer rates.

• To respond faster to the data requests of multiple users, COMPAQ SYSTEMPRO incorporates innovative, 32-bit fixed disk drive array technology, in which a series of synchronized fixed disk drives are configured as a drive array addressed as a higher-performing unit.

• Users have the ability to scale up performance as they add system options, protecting their investment as their needs grow. System processor drive arrays are scalable, and multiple 32-bit network interface controllers may be added to support more users while improving network user response time.

• The users' investment is further protected by the system's unsurpassed expansion capabilities. This system provides up to 4.28 gigabytes of drive storage capacity, seven EISA 8-/16-/32-bit expansion slots and four 32-bit processor/memory slots, and memory expansion up to 256 megabytes.

Setting the standard in total quality commitment

Note: Second in a series on the importance of quality and customer satisfaction.

Early this year, Murray Francois, Senior Vice President of Corporate Quality and Materials, and Bob Vieau, Senior Vice President of Corporate Manufacturing, challenged employees in their respective organizations to make their company a World Class Manufacturing company (WCM). "To be the best," noted Francois "we must have relentless dedication in providing phenomenal customer experiences."

> *'To be the best, we must have relentless dedication in providing phenomenal customer experiences.'*
> — Murray Francois

The challenge is actually an extension of the long-term quality program established in 1987, when a Total Quality Commitment (TQC) task force was formed and a training program developed in the Houston manufacturing facility.

"Although quality has always been our focus, we found we were frequently working hard for quality instead of quality happening automatically," recalls Greg Petsch, Vice President of Manufacturing CPU Operations. "The training program we developed was based on a vision of what we wanted manufacturing to look like after TQC was implemented."

Team-building emphasized

In structuring the training program, Petsch and other members of the TQC core team examined each job as it was and as they hoped it would be after training. Emphasis was placed on team-building and a consensus approach to decision-making. TQC training manuals were rewritten and training begun based on these goals. After everyone had completed the training programs, TQC teams were implemented on the factory floors.

Today, more than 3,000 Houston-area employees have been trained and 100 TQC teams are actively involved in maintaining quality in manufacturing. A typical team is composed of all the individuals working on a particular manufacturing line. Each team is led by a facilitator — a coworker who conducts problem-solving and brainstorming sessions. Teams determine whether a problem on the line can be resolved internally or must be referred. When a team member raises an issue, that issue is posted on easels located in each work area, where coworkers can add suggestions. Successful solutions for improvement are documented. The team with the best presentation wins a quarterly award.

Through the TQC program, manufacturing employees have had a major impact in several key decisions, including design of new factory plans and improvements to design and operation of manufacturing lines and workstations.

"Employees can now claim ownership of their contributions to the manufacturing process," explains Petsch. "Because of their efforts, we have come a long way toward achieving our goals of becoming a World Class Manufacturer. But there are still a lot of components to add before becoming a WCM."

Quality components

Although TQC training has not yet been widely implemented outside of Houston manufacturing, employee awareness of Compaq quality and customer satisfaction goals is crucial to the goal of becoming a World Class Corporation. That means every Compaq department must have as its goal the satisfaction of its customers.

It's hard for many employees to associate their work with customer satisfaction, especially if they're not directly involved in the manufacturing process. But, each employee does have an identifiable group of customers — Compaq coworkers.

"If you have 10 discreet steps involved in a process, each person or group involved in the process needs to know what is required to meet the needs of the next person in the process," explains Francois.

"In manufacturing, everyone knows that the person to the left is the supplier and the one on the right is the customer," adds Petsch. But, for employees in non-manufacturing areas, a customer's identity may be a little harder to pin down.

Identify a customer

Facilities staff members, for example, count all the employees who work in the buildings they manage as their customers. To do their best work, employees must have adequate ventilation, lighting and space. So if these "customers" are satisfied, they can do the quality of work necessary to satisfy end-users.

> *'Every Compaq department must have as its goal the satisfaction of its customers.'*

Certainly, quality involves adherence to certain standard procedures. Engineering has preferred procedures that enable Compaq engineers to share a basic set of standards on which to base their designs.

"Quality, as it relates to product performance, begins with design," maintains Francois. "You can't add quality in the manufacturing process; you can just meet the design goals."

Besides quality design standards, there are standards established for shipping, inventory and delivery of COMPAQ products. Even the condition and the contents of the boxes in which products are shipped reflect Compaq quality. If a box is dented, or contains insufficient instructions, the customer will not be satisfied. His perception of Compaq quality will diminish.

Links in the chain

Compaq suppliers and dealers are not immune from this kind of scrutiny. As links in the chain that connect Compaq with users, their understanding of our standards and requirements is essential to satisfying customers.

"The commodity management teams interview prospective suppliers the way we interview prospective employees," says Francois. "And these are similar situations. We would never hire employees and stick them in offices without training or information on what is expected of them. We have to train our suppliers and constantly communicate with them so they understand what's required. It's an ongoing relationship."

Every link in the chain between Compaq and its customers is crucial to customer satisfaction. If any link is not dedicated to quality, then the whole organization suffers.

MS OS/2 Standard Version 1.2 optimizes newest products

The Compaq version of Microsoft OS/2 Standard Version 1.2 is a single-user, multitasking operating system that offers a new High Performance File System (HPFS), an improved Presentation Manager user graphical interface and a new Presentation Manager Online Help utility.

Power users, product evaluators, LAN managers and application developers are considered ideal customers for this product, which is designed for COMPAQ SYSTEMPRO and the COMPAQ DESKPRO 486/25, as well as the company's existing 286- and 386-based personal computers.

The HPFS featured in MS OS/2 Standard Version 1.2 offers superior file-system performance compared with the File Allocation Table (FAT) file system found in MS-DOS and previous versions of MS OS/2. HPFS allows more data to be stored on a fixed disk drive, improved file handling speed and improved system performance.

Enhancements to the Presentation Manager graphical user interface provide a more intuitive interaction with the Desktop Manager.

Enhancements include greater use of icons, direct manipulation of icons (by clicking and dragging from window to window), capability to add and start MS-DOS applications from the Desktop Manager and a windowed System Editor.

The product was introduced Nov. 6 in Houston.

DEVELOPERS' FORUM

A Developers' Forum was held at the company's main campus in Houston last month to review new product plans with various developers, including representatives from Microsoft Corp., Lotus Development Corp., Novell, Inc. and others. Over 60 people from more than 35 companies attended the two-day event. The Forum was focused on new products and how developers can benefit from and take advantage of them. Pictured here, developers inspect the new COMPAQ SYSTEMPRO.

YOU DID IT AGAIN!

The best products
The best performance
The best results
From the best team in the business

Compaq employees worldwide have been working overtime — working to produce the most technologically advanced PCs ever announced and to continue the company's record-breaking string of successful product announcements.

Now it's time to take a break and reflect on the accomplishments of the past year.

The products — the COMPAQ LTE and LTE/286, the COMPAQ SYSTEMPRO, the COMPAQ DESKPRO 486/25 and the rest reflect the company's commitment to quality and performance. The reception they have received is outstanding. The contributions of each person helped us accomplish what none of us could have achieved alone.

Successful stress management boosts health and productivity

"Martha" can't remember a time when she didn't have a splitting headache. She keeps bottles of aspirin in her desk drawer, her handbag and her glove compartment, but they don't seem to help much. Her coworkers, the people she supervises and her daughter all tell her to see a doctor, but "Martha" insists that the throbbing pain in her head will die down "as soon as all this stress is over."

We all know a "Martha." Maybe you are a "Martha." But battling the symptoms of stress by telling yourself that it will all be over soon is worse than wishful thinking — it's a dangerous fallacy. And the consequences of ignoring your body's reactions to stress could be physical and emotional breakdown.

Stress is a fact of life in our fast-paced world, and the PC industry is certainly no exception. That's why many Compaq departments plan stress-reducing activities to help staff members. And more than 500 employees in Houston have taken the "Individualized Stress Management" course sponsored by Compaq under its Management and Professional Development series of training programs. But these corporate efforts alone aren't enough. Coping with stress is an individual process.

Certainly stress is a part of our lives, but it doesn't have to control us. In fact, stress can be not only controlled, but made to work for us. In order to take control, we need to be aware of our personal stress levels and employ a variety of stress-reduction techniques to stay healthy and productive.

Not stress-free

A common misconception about stress is that it's all bad.

Actually, positive events such as a promotion, marriage or new home can be more stressful than some negative events. And short-term stress can actually be good for you. When you're facing a deadline, for example, that nervousness you feel helps focus your energy, pumps adrenaline through your system and spurs productivity. While most people complain about deadline pressures, many will admit that they work best under deadlines and actually need

deadlines to perform at their best. Without some stress, most people probably wouldn't function very well.

More dangerous to bodies, minds and souls than temporary stress is long-term stress — those lingering, ongoing anxieties, fears, concerns and pressures that build up over time. Whether it's caused by a situation from which you feel there's no escape or by the steady intensification of many small everyday pressures, this type of stress can generate profound negative physical, psychological and emotional problems — to the point where you get sick or have a serious accident.

Compaq stress

So what stresses Compaq employees? Employees cite:

- *The pace.* Some people prefer to work more slowly and thoughtfully, and feel rushed at the speed often required by developments in the personal computer industry.

- *Work relationships.* When working in stressful conditions, even minor personality conflicts can turn into major clashes.

- *Personal pressures.* Contrary to popular opinion, stress is not solely work-related. Stress can affect any one or more of an individual's four "lives": work, family, personal and social.

Low or moderate stress in several of these areas at once can be more damaging than great stress in just one. When you find stresses are taking their toll on your physical and emotional well-being, don't surrender — fight back.

The Mind-Body Connection

"You don't have to be a victim of your stresses," maintains Deborah Shook, EdD, a consultant retained by Compaq to conduct the stress management course. "Even though you can't always control the situations in which you find yourself, you can learn to control your responses."

Properly managed, stress can be made to work for you. First, you've got to consciously understand what stresses you, identify when you're under stress, and learn how to handle the symptoms of stress.

Stress affects each of us differently, but there are some similarities. Stress nearly always involves a common pattern of response, linked to the "fight or flight" instincts that enabled our ancestors to survive physical attacks. Those "fight or flight" responses produce that adrenaline-surging, heart-pounding, breathless way we feel when we're upset. Often, these responses are reactions to stressful situations that have nothing to do with survival. Because few of us have the opportunity to express that energy, it builds up inside us — sometimes to our detriment.

Your body doesn't know the difference between current and past stress. So dwelling on a negative situation — whether it's a fight with your spouse or a demotion at work — can replay the symptoms of stress throughout your body.

Surprisingly enough, the vast majority of our stress is not caused by external situations, but is self-induced. The situations themselves are neutral; our reactions define the situations as stressful. For example, the individual who works best by himself will probably feel a great deal of stress if his job involves constant team meetings. That person may need to evaluate his need for more individual work in his job.

While we can control a certain number of our stresses in this manner, many of them are unavoidable. A heavy workload, children's demands, rush-hour traffic — these are among the constants that many of us face.

Take control!

Just as the reaction to stress is highly individual, successful coping mechanisms are different for each of us. By recognizing the body's responses to stress, we can consciously reprogram ourselves to relax in difficult situations. Taking control of that physical response gives you the opportunity to channel it productively, and be healthier, happier and more effective at home and work.

In stress management, you must first recognize how you react to the situation in which you find yourself. After you've appraised your responses, you can learn to cope by calling on one of many specific coping tools that are appropriate for you, the situation and your responses.

Some coping mechanisms

Although everyone needs a certain quantity of the "antidotes" listed below, our individual make-up determines which are most important to us. Use the ones that "fit" to the degree they seem to help.

- *Remain in good physical condition.* Diet and exercise are keys here. Certainly, we know that physical fitness can add healthy, productive years to our lives. So the fact they make you more stress-resistant should give you added incentive to watch what you eat and to exercise regularly.

- *Seek solitude.* To some degree, each of us needs to be alone from time to time. If you work by yourself most of the time anyway, this need will be easily met. If you work all day with a group of people, you may have to make special provisions for a few minutes alone.

- *Have something to look forward to.* Family, friends, a vacation — anything that takes you out of the routine.

- *Change your physical, psychological environment.* Just taking a walk outside during lunch can help you return to work more refreshed. If you choose to exercise by yourself while away from your desk, you can satisfy your needs for exercise and solitude as well.

- *Talk it out.* Everyone needs a friend or two with whom they can share their feelings. Just make sure to return the favor and listen to their problems occasionally.

- *Learn to relax.* Relaxation helps you take your mind off your problems and can recharge your batteries. There are countless books, videos and cassette tapes available to help you achieve a state of relaxation.

Further information about successful individualized stress management techniques can be learned in the excellent course, "Individualized Stress Management," offered through Compaq Management and Professional Development training. Call Mary Poindexter at (713) 955-4640 for more information.

Unique features in company's smallest personal computer

Model 1 comes with 640 Kbytes of memory and a 3 1/2-inch, 1.44 MB diskette drive.

The COMPAQ LTE is available in both a Model 20 and Model 1. Each is powered by a 9.54-MHz 80C86 microprocessor. Model 20 comes with 640 Kbytes of RAM, a 3 1/2-inch, 1.44-MB diskette drive and a high-performance 20-MB fixed disk drive. Model 1 comes with 640 Kbytes of memory and a 3 1/2-inch, 1.44-MB diskette drive.

The two new products have the functions and performance of PCs many times larger. Both offer less than

29-millisecond access times, fixed disk drives with 1:1 interleave and disk caching software. Both advance the reputation for ruggedness earned by every previous Compaq portable.

"They take their applications anywhere, and more easily than ever," Canion said.

Standard features include an enhanced NiCad battery pack, COMPAQ EL backlit supertwist display, 101-/102-key compatible keyboard, an AC adapter, power-on password security and a slipcase. On the COMPAQ LTE/286, an 80C287 coprocessor socket is standard.
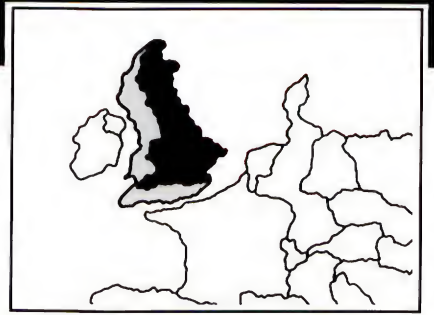
Options include the 2400-baud internal modem, an external storage module, an external fast charger/AC adapter, an automobile adapter, battery pack, external numeric keypad and an asynchronous communications interface board. COMPAQ LTE/286 options also include 2-MB and 1-MB memory boards. The COMPAQ LTE has an optional expanded memory upgrade board.

The AC adapter and the external fast charger/AC adapter are significant features for the international traveler. Both adjust automatically to accept international voltages.

Many other features distinguish the COMPAQ LTE/286 and COMPAQ LTE from products of similar weight. An ADAPT utility enables users to adjust gray shades on the CGA-compatible liquid crystal display, making text easier to read. Compaq Expanded Memory Manager supports the Lotus/Intel/Microsoft Expanded Memory Specification Version 4.0, providing access to memory beyond the MS-DOS limit of 640 Kbytes.

Shipments of the COMPAQ LTE/286 and COMPAQ LTE to Authorized Dealers around the world began Oct. 16, the date of product announcement.

international FOCUS

Compaq Computer Limited: success of a subsidiary

When Compaq Computer Limited moved its London-area staff into the new Richmond Riverside development outside London last year, reviews were mixed. Designed by the UK's foremost neoclassical architect, Quinlan Terry, the development beside the River Thames combines a traditional exterior of brick and stone with modern office accommodations. Although many critics objected to the use of traditional facades for contemporary

A donated COMPAQ personal computer is being used in an international project to save the African rain forests.

office buildings, the development has merited the praise of Prince Charles and won great popular acceptance.

If the Richmond Riverside development looks older than it is, it's only appropriate that its major tenant is the UK subsidiary of Compaq, the youngest company ever to reach $1 billion in sales, and a force to be reckoned with worldwide.

In the spirit of Compaq

Compaq Computer in the UK, like the corporation itself, has never been a small company. From day one, it was a "major company that happens to be in its formative stages."

Although planning meetings for the initial press conference were conducted using boxed computer systems as tables and chairs, the subsidiary soon made its presence known as a contender in the European PC industry. The company's first UK press and dealer meetings were held in the grand ballroom of London's Savoy Hotel in April 1984.

Employees of the UK subsidiary were quick to demonstrate the Compaq spirit — particularly during product announcements. It isn't every company whose employees would sit waiting for a nightclub to close at 4 a.m. so they could set up for an announcement. And not many employees would spend all night in a drafty warehouse packing announcement kits delivered late because of delays in clearing customs.

The challenges — like pushing a valuable exhibition E-type Jaguar up two eight-inch ramps and through a narrow door to add pizzazz to the launch of the COMPAQ PORTABLE II — were simply obstacles to be conquered by a resourceful UK staff.

The hard-working UK operation is now established as an important competitor in Europe, with growth parallel to that of the company in the U.S. Since the spring of 1984, Compaq has grown from a one-man operation to a 250 million pound (British currency) company employing 210 people.

By late 1988, the original headquarters office at Ambassador House was full and additional office space was being occupied in several nearby locations. In 1989, Compaq UK moved into Richmond Riverside, bringing all of its London-area staff under one roof.

Remarkable growth

June 1989 results show that Compaq has moved to the number two position in the UK in unit sales with a 14 percent share, causing Amstrad to fall to third place with 12 percent. Only IBM now outsells Compaq in the UK.

Compaq also remains well ahead in the 386 market for the first half of 1989, with a 31 percent market share by units. This compares with IBM's 24 percent and Apricot's 23 percent share.

The company is steadily increasing its strong position in the 286 market segment, with a 16 percent market share by units for the first half of 1989, maintaining the second largest share in this sector.

But the most dramatic development of the last year has been the emergence of Compaq as a powerful force in the laptop market. With just one product, the COMPAQ SLT/286, the company captured 22 percent of the laptop market by units during the first half of 1989. The COMPAQ SLT/286 is now the top-selling laptop model in the UK, holding over half of the 286 laptop market.

Compaq and the community

Compaq in the UK has also made its presence known in the community. In 1989 alone the company has donated computers to such organizations as the Addiction Recovery Service, a non-profit group helping those with alcohol and drug abuse problems, and the International Education Service, which provides educational tools to needy countries.

The subsidiary has loaned several computers to the world-famous Edinburgh Fringe, an international arts and music festival held in Scotland each summer. In addition, Compaq in the UK has contributed a computer to the Exxon/Worldwide Fund for Nature

project to help record information about wildlife, people and ways of life in the Korup rain forest of the Cameroon in Africa. This project is part of an international effort to save the rain forests.

In addition, Compaq sponsored this year's "The Compaq Computer Jazz Evening" during July's Richmond Festival.

Up north

The first Compaq UK regional office opened in August, 1989. The 14,500-square-foot office at Salford Quays, Manchester, was established to support the company's Authorized Dealers and major accounts in the northern region. Salford Quays houses the company's northern-based dealer sales, major accounts and technical sales support managers. The office is expected to have approximately 25 staff members by the end of 1989.

All work and no play? No way!

Compaq in the UK has established and maintained a tradition of annual summer events, and this year was no exception. This year's Compaq Summer Party was held at Princess Waterski Club, which has hosted the world water ski championships in recent years. About 200 Compaq employees and their families took part in the event, which involved water-skiing, jet-skiing, mini powerboat racing and the "Fearful Sausage." This last involved an inflatable cigar-shaped log to which five people would attempt to cling while being dragged around the lake at 15 miles per hour.

For the past three years, Compaq has hosted a boat party for its suppliers and third-party vendors. More than 100 people attended this year's event, which was held Sept. 11 aboard the Edwardian Paddle Steamer. The group embarked from the Festival Pier on the South Bank of the Thames and floated down the river. A jazz band performed and visitors enjoyed a Mississippi Riverboat-style buffet.

Attending the gala event were companies such as The Santa Cruz Operation, Autodesk, Microsoft, Lotus and Ashton-Tate, as well as members of the Compaq marketing, sales and technical departments and other suppliers.

Country Profile	
Country:	United Kingdom (Full name: The United Kingdom of Great Britain and Northern Ireland) Encompasses England, Scotland and Wales.
Head of State:	Queen Elizabeth II
Prime Minister:	Margaret Thatcher
Population:	55 million

Subsidiary Profile	
Name:	Compaq Computer Limited
Head Office:	Hotham House 1 Heron Square, Richmond, Surrey TW9 1EJ United Kingdom, (011-441-332-3000)
Established:	1984
Responsibility:	Compaq Computer Limited is responsible for the United Kingdom and the Republic of Ireland.
No. of employees:	210
No. of dealers:	275

Malcolm West, Hugh Jenkins, Simon Turner and David Cotterill (from left) prepare to ride the "Fearful Sausage" wave rider at the UK Compaq Summer Party.

A SPORTING EVENT

Compaq employees recently competed in Challenge — The Ultimate Corporate Games, an annual sports and fitness competition designed to test team members' physical prowess and agility against teams from other companies.

Our team of 10 men and 10 women came in third out of 10 teams, missing the second-place trophy by only four points.

The event, held at the University of Houston, consisted of 27 competitive events in one day. Texaco won the event, but that was hardly surprising because that team won the national Challenge competition last year.

"We were up against some stiff competition," says Tom Parsons, Compaq employee and Challenge coach. "But, there's always next year."

Ted Fritsche completes the 60-yard dash.

Robin Adams competes in the obstacle course.

Mark Bolam of the second-place volleyball team goes for a block.

Bob McManus races in the Flipper Flash.

COMPAQ